

Docket # 14-194

Ch # 0756369/30-1  
\$750.00 (B)



STATE OF DELAWARE  
**THE PUBLIC SERVICE COMMISSION**  
CANNON BUILDING  
861 SILVER LAKE BLVD., SUITE 100  
DOVER, DELAWARE 19904

RECEIVED  
2014 JUN 2 AM 10 22

DELAWARE P.S.C.

TELEPHONE: (302) 736-7529  
TELECOPIER: (302) 739-4849

**FILING COVER SHEET**

1. NAME OF APPLICANT: ACCENTURE LLP
2. TYPE OF FILING:
- |                      |                                     |
|----------------------|-------------------------------------|
| RATE CHANGE          | <input type="checkbox"/>            |
| FUEL ADJUSTMENT      | <input type="checkbox"/>            |
| ADMINISTRATIVE       | <input type="checkbox"/>            |
| CPCN                 | <input type="checkbox"/>            |
| NEW SERVICE OFFERING | <input checked="" type="checkbox"/> |
| OTHER - DESCRIBE     | _____                               |

IF A TELECOMMUNICATIONS FILING, WHAT TYPE OF SERVICE IS IMPACTED?

BASIC \_\_\_\_\_ COMPETITIVE \_\_\_\_\_ DISCRETIONARY \_\_\_\_\_

3. PROPOSED EFFECTIVE DATE: 6/15/14
- IS EXPEDITED TREATMENT REQUESTED? YES ☐ NO ☒
4. SHORT SUMMARY OF FILING: Application for Electric Supplier Certificate

5. DOES THIS FILING RELATE TO OTHER DOCKETS: YES ☐ NO ☒

IF YES, LIST DOCKET(S) NO(S): \_\_\_\_\_

6. IS PUBLIC NOTICE REQUIRED? YES ☐ NO ☒  
IF YES, PLEASE ATTACH COPY OF PROPOSED PUBLIC NOTICE.

7. APPLICANT'S CONTACT PERSON:
- NAME: Stephen Spears
- TITLE: Sr. Offerings Counsel
- PHONE: 312-693-4660
- FAX: \_\_\_\_\_
- EMAIL: stephen.d.spears@accenture.com
- WEBSITE (IF APPLICABLE) \_\_\_\_\_

8. DID YOU PROVIDE A COMPLETE COPY OF THE FILING TO THE PUBLIC ADVOCATE?  
YES ☐ NO ☒ IF YES, WHEN? \_\_\_\_\_

9. FILING FEE ENCLOSED: AMOUNT: \$750.00

**NOTE:** House Bill 681, enacted into law 7/13/98, authorizes the Commission to recover the cost of time spent by in-house staff to process all filings initiated after the date of enactment. You may be required to reimburse the Commission for staff time.

DR  
Donna  
Hise  
Halleka  
Joni  
Jo

**Application for Electric Supplier Certificate  
Of  
Accenture LLP ("Applicant")**

**1. Authority to do Business in Delaware.**

Attached as Attachment A to this Application is a copy of the certificate confirming that Applicant is authorized to do business in Delaware.

**2. Resident Agent.**

Corporate Creations Network Inc.  
3411 Silverside Road Rodney Building #104  
Wilmington, DE 19810  
(302) 351-3367

**3. Performance Bond. (N/A)**

**4. Compliance with Regional Requirements. (N/A – broker only)**

**5. Financial, Operational, Managerial and Technical Ability.**

**5.1 Financial Statements.**

Applicant does not maintain separate financial statements, but see Attachment B for the consolidated financial statements from the most recent Form 10K report filed by Applicant's ultimate parent Accenture PLC, a publicly traded company listed on the NYSE (symbol: ACN). Other SEC filings of Accenture PLC are available at Accenture's web site, [www.accenture.com](http://www.accenture.com), under the Investor Relations section.

**5.2 Nature of Business Being Conducted.**

Applicant is a nationwide provider of outsourcing, technology and management consulting services. In December 2013, Applicant acquired Procurian Inc., including its subsidiary Utilities Analyses Inc., now Utilities Analyses LLC ("UAL"). UAL previously obtained licenses as an aggregator/power broker (or applicable equivalent) in the states of Illinois, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, Ohio, Pennsylvania, Rhode Island and the District of Columbia. Applicant will leverage the experience of UAL, an experienced energy services company that has concentrated on delivering supply side savings to its clients. Applicant intends to provide services to commercial and industrial clients (not residential), helping our clients manage their supply side utility expenditures. In deregulated markets such as Rhode Island, Applicant will assist our clients in procuring low cost supply when it is competitive with price-to-compare rates. Applicant will not take title to electricity, nor issue invoices to or collect payments from its clients for the supply of electricity.

**5.3. States Served or Pending Applications.**

As noted in Section 5.2 above, Applicant's UAL unit registered to provide electric aggregation services in the following states:

State	Effective Date
District of Columbia	5/2/12
Illinois	7/27/11
Maine	5/16/12
Maryland	4/25/12
Massachusetts	4/9/12
New Jersey	11/20/12
Ohio	3/27/12
Pennsylvania	7/1/11
Rhode Island	4/3/12

Applicant is currently registered in the State of New Hampshire as a natural gas broker effective May 13, 2014, and an electricity broker effective May 9, 2014. Applicant is applying for registrations in its own name in the foregoing states and all other states where registration of energy brokers is required.

**5.4 States Denied or Revoked.**

(None)

**5.5 Operational Experience of Officers.**

Attached as Attachment B to this Application is a description of the relevant experience of officers and other key personnel of Applicant's energy broker operations.

**5.6 FERC Approval.**

(N/A - broker only)

**5.7 Surety Bond.**

Not applicable. Applicant will not take title to electricity, nor issue invoices or collect payments from customers for supply of electricity.

**5.8. Assets.**

(N/A – broker only)

**5.9. Demonstration of cash or cash equivalents.**

(N/A see above)

**6. Verification.**

This Application submitted by Accenture LLP.

ACCENTURE LLP  
("Applicant")

Represented by Accenture Inc.  
Managing Partner of Applicant

By: Ronald J. Roberts  
Ronald J. Roberts, Secretary, Accenture Inc.

## **Other Requirements Information**

**8.1 DBA Name(s):** - None

**8.2 State of Incorporation:**

Applicant is an Illinois limited liability partnership. Attached as Attachment C is the Illinois certificate of good standing of Applicant.

**8.3. Regulatory Contact:**

Stephen Spears  
Sr. Offerings Counsel  
Accenture LLP  
161 North Clark St., Ste. 2300  
Chicago, IL 60601  
Tel. 312.693.4660  
Email: Stephen.d.spears@accenture.com

**8.4 Toll-Free Customer Service Number:** 877-935-4242

**8.5 Energy Market Experience and Offerings.**

Applicant intends to provide services to commercial and industrial clients (not residential), helping our clients manage their supply side utility expenditures. In deregulated markets such as Rhode Island, Applicant will assist our clients in procuring low cost supply when it is competitive with price-to-compare rates. Applicant will not take title to electricity, nor issue invoices to or collect payments from its clients for the supply of electricity. See Attachment B for a description of relevant industry experience of key personnel of Applicant's energy services business.

**8.6 No Criminal Activities.**

Neither Applicant nor its affiliated interests have been charged or convicted, nor have the principal or corporate officers of the Applicant or any of its affiliated interests been charged or convicted, of criminal activities.

**9. Standard Contract for Small Commercial Customer.**

(Not applicable; Applicant will not serve small commercial customers)

**Attachment A**  
**to**  
**Application for Electric Supplier Certificate**  
**of**  
**Accenture LLP**

Delaware certificate of good standing of Accenture LLP (attached)

# Delaware

PAGE 1

*The First State*

I, JEFFREY W. BULLOCK, SECRETARY OF STATE OF THE STATE OF DELAWARE, DO HEREBY CERTIFY "ACCENTURE LLP" IS DULY REGISTERED UNDER THE LAWS OF THE STATE OF DELAWARE AND IS IN GOOD STANDING AND HAS A LEGAL EXISTENCE SO FAR AS THE RECORDS OF THIS OFFICE SHOW, AS OF THE FIRST DAY OF MAY, A.D. 2014.

AND I DO HEREBY FURTHER CERTIFY THAT THE SAID "ACCENTURE LLP" WAS REGISTERED ON THE SEVENTEENTH DAY OF DECEMBER, A.D. 2003.

AND I DO HEREBY FURTHER CERTIFY THAT THE ANNUAL TAXES HAVE NOT BEEN ASSESSED TO DATE.

3741818 8300

140545120

You may verify this certificate online  
at [corp.delaware.gov/authver.shtml](http://corp.delaware.gov/authver.shtml)



  
Jeffrey W. Bullock, Secretary of State  
AUTHENTICATION: 1335376

DATE: 05-01-14

**Attachment B**  
**to**  
**Application for Electric Supplier Certificate**  
**of**  
**Accenture LLP**

Listed below is a summary of the industry experience of key employees who will be engaged in the Delaware electricity broker operations of Applicant.

**Chad Gottesman**

12/2013 – Current: Accenture LLP. Mr. Gottesman leads Applicant's Global Energy Enterprise Management and Procurement team in helping clients to reduce their energy cost and consumption by combining and leveraging site-level energy data and proprietary market intelligence. As the Global Lead, he is responsible for driving the overall strategy, growth, and operations of the business.

06/2011 – 12/2013: Procurian, Inc. Mr. Gottesman was Head of Procurian Energy for Procurian, joining the company concurrent with Procurian's acquisition of Neuwing Energy Ventures in June 2013.

04/2007 - 06/2013: Neuwing Energy Ventures. Mr. Gottesman founded and served as CEO of Neuwing Energy Ventures, helping large commercial and industrial clients maximize their returns on energy efficiency and renewable energy investments.

01/2001 – 04/2007: The Extraprise Group. - As Chief Marketing Officer, Mr. Gottesman was responsible for all aspects of the company's go-to-market strategy including new service development, corporate and field marketing, inside sales, strategic alliance development, and public and analyst relations. Prior to holding this position, Mr. Gottesman led the Metro New York and Eastern regions and was directly responsible for the largest P&L in the company.

05/1997 – 12/2000: GE Capital. - as Director of the Global Sales Effectiveness Center of Excellence, Mr. Gottesman led the design, development, staffing, and operations of the Center and worked across over two dozen GE businesses to provide strategy, process, and technology solutions. While leading the Center, Mr. Gottesman completed a two-year executive development program sponsored by Gary Reiner (Global GE CIO). He was one of 40 executives selected across GE globally to participate in this program.

10/1993 – 05/1997: Accenture. - Mr. Gottesman held various project management positions at Accenture while working on global engagements for Fortune 500 clients focusing on sales, marketing, and customer service improvement.

Mr. Gottesman earned an MBA from Columbia Business School at Columbia University and a Bachelor of Science degree from the University of Albany.

**Raymond Culver III**

12/2013 – Current: Accenture LLP. Mr. Culver is the Applicant's Category Management Senior Manager, leading the Applicant's Energy Supply Services business in both regulated and deregulated markets globally.



01/2013 – 12/2013: Procurian, Inc. Mr. Culver served commercial and industrial energy users leading the Procurian's Energy Supply Services business in both regulated and deregulated markets globally.

09/2010–12/2012: Constellation Energy. - Mr. Culver had responsibility for providing their portfolio of products and services to large energy users assigned to National Accounts team.

01/2006 - 07/2010: Fellon-McCord. Mr. Culver was responsible for overall management of the Consulting business for the company when it was owned by Constellation Energy, and had responsibility for Operations, Client Management, and Sales after the Company was taken private.

09/2001– 01/2006: Summit Energy. Mr. Culver held Management positions in Global Energy Services and Energy Procurement

01/1993–06/2000: Potash Corp. Mr. Culver was responsible for Energy Procurement for seven energy-intensive ammonia plants at Potash, the largest global integrated fertilizer company.

Mr. Culver earned an MBA, and a Bachelor of Science degree, both from Christian Brothers University in Memphis, Tennessee.

#### **Cobb Pearson**

12/2013–Current: Accenture LLP. Mr. Pearson is the Applicant's De-Regulated Energy Market Sourcing Lead. In this role he is responsible for Energy Procurement in all deregulated North American markets, including IL, in addition to market research, client reporting, risk management, and other client delivery functions.

03/2013 – 12/2013: Procurian. Mr. Pearson served as the De-Regulated Energy Sourcing Lead for deregulated markets in North America.

09/2007 – 02/2013: Cox Enterprises. Served as the Energy Procurement Manager responsible for a \$110 million annual energy spend for subsidiaries including Cox Communications, Auto Trader.com, Cox Media Group (television, radio, newspaper), and Manheim Auto Auctions. Mr. Pearson supported numerous sustainability initiatives during his nearly six years at Cox, managed carbon footprint tracking efforts for all subsidiaries, and designed an Oracle-based Energy Dashboard and Data Warehouse which was internally built and is still in use today.

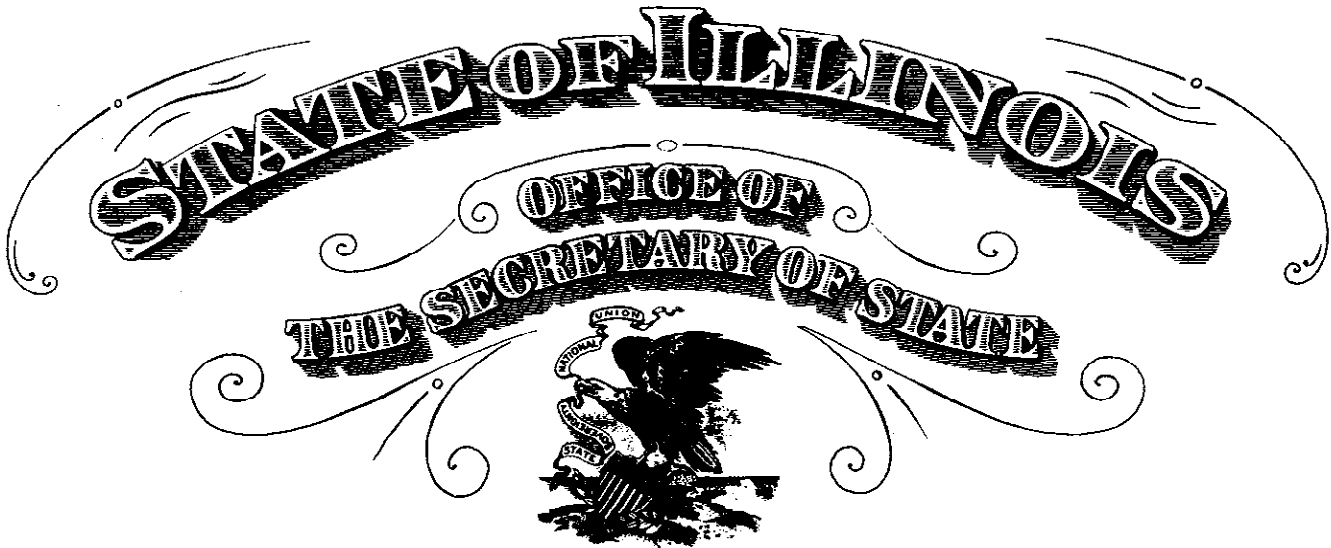
11/2004 – 08/2007: Gas South. – Served as the Mid Market Sales Manager, leading a 10-person sales team which focused on small industrials, restaurants, churches, dry cleaners, and other businesses.

08/2002 – 11/2004 Southern Company. – Served in sales and marketing roles including performing energy audits, conducting regulated rate studies, and eventually performing load forecasts for all new commercial properties in the Mobile division.

Mr. Pearson graduated from Georgia Tech with a degree in Industrial Engineering. He currently serves on the founding board of the Westside Atlanta Charter School.

**Attachment C**  
**to**  
**Application for Electric Supplier Certificate**  
**of**  
**Accenture LLP**

Illinois certificate of good standing of Accenture LLP (attached)



***To all to whom these Presents Shall Come, Greeting:***

*I, Jesse White, Secretary of State of the State of Illinois, do hereby certify that*

ACCENTURE LLP, HAVING FILED A STATEMENT OF QUALIFICATION IN THE STATE OF ILLINOIS ON OCTOBER 23, 2001, APPEARS TO HAVE COMPLIED WITH ALL PROVISIONS OF THE UNIFORM PARTNERSHIP ACT (1997) OF THIS STATE, AND AS OF THIS DATE IS IN GOOD STANDING AS A DOMESTIC LIMITED LIABILITY PARTNERSHIP IN THE STATE OF ILLINOIS, HAVING FULFILLED ALL REQUIREMENTS OF SAID ACT.



***In Testimony Whereof, I hereto set  
my hand and cause to be affixed the Great Seal of  
the State of Illinois, this 7TH  
day of FEBRUARY A.D. 2014 .***

*Jesse White*

Authentication #: 1403801896

Authenticate at: <http://www.cyberdriveillinois.com>

SECRETARY OF STATE



Ch # 0756369 / 30-1  
\$ 750.00 (B)

RECEIVED  
2014 JUN 2 AM 10 22  
DELAWARE P.S.C.  
Accenture LLP  
161 North Clark Street  
Chicago, IL 60601-3200  
www.accenture.com

May 29, 2014

State of Delaware  
The Public Service Commission  
Cannon Building  
861 Silver Lake Blvd., Suite 100  
Dover, Delaware 19904

Re: Application of Accenture LLP for Electric Supplier Certificate

Gentlemen and Ladies:

Please find enclosed the Application of Accenture LLP for a Delaware Electric Supplier Certificate. Enclosed are one original and ten copies of the application, together with a check for the \$750 application fee.

Please contact me if you have any questions or need further information for this application (email: [stephen.d.spears@accenture.com](mailto:stephen.d.spears@accenture.com); phone: 312.693.4660). Thank you very much for your assistance.

Sincerely,

Stephen D. Spears  
Senior Offerings Counsel